



United States Dept. of Agriculture | Agricultural Marketing Service



The National Organic Program ACA Training 2012

Subpart D- Labels, Labeling & Market Information





Today's Lesson Objective

- Review highlights of the revised Training Module for Subpart D Labels, Labeling, & Market Information
- Review of retail labels:
 - Review labels for correct format and information.
 - Identify non-compliances in labels and make the correct regulatory references.
- Review of product composition
- Calculating organic ingredients



Within The Revised Label Training Module the following information can be found:

Revised
Label
Module
available on
the NOP
website

- 1) Levels of labeling based on organic content
- 2) Allowed information on primary display panel
- 3) Identification of certifying agent
- 4) Use of certifiers seal
- 5) Required size and format of label information
- 6) Non-retail labeling for shipping
- 7) Labeling of non-packaged retail products
- 8) Labeling in store displays and marketing information
- 9) Labeling by exempt operations
- 10) Private labeling requirements
- 11) Changing certifier's and use-up labels
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§205.300 Use of the term “organic”

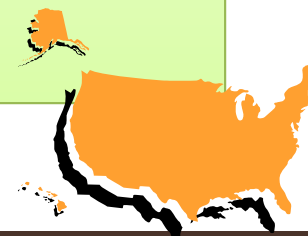
The use of the term “organic” and its derivations may only be used on:

- labels and in labeling of raw or processed agricultural products, including ingredients,
- that have been produced and handled in accordance with the regulations in this part. ***The term “organic” may not be used in a product name to modify a nonorganic ingredient in the product.***



Products Sold in the United States

For products sold as organic in the United States, the products must be produced in compliance with the NOP regulations and certified by an NOP authorized (accredited or recognized) certifying agent or produced in compliance with an equivalency agreement



Organic Cereal

USDA
ORGANIC

Low Sodium

Certifying Agent's Seal

Our Brand

ORGANIC CEREAL

Nutrition Facts

Serving Size: 19 Crackers (21g)

Serving Per Container: about 8

Amount Per Serving

Calories 100 **Calories from Fat 45**

% Daily Value

Total Fat 5g **8%**

Saturated Fat 0.5g **3%**

Trans Fat 0g

Cholesterol 0mg **0%**

Sodium 275g **11%**

Total Carbohydrate 13g **4%**

Dietary Fiber 0g **0%**

Sugars 0g

Protein 1g

Vitamin A 0% • Vitamin C 0%

Calcium 4% • Iron 2%

*Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs.

	Calories: 2,000	2,500
Total Fat	Less than 65g	80g
Saturated Fat	Less than 20g	25g
Cholesterol	Less than 300mg	300mg
Sodium	Less than 2,400mg	2,400mg
Total Carbohydrate	300g	375g
Dietary Fiber	25g	30g

Calories per gram:

Fat 9 • Carbohydrate 4 • Protein 4

INGREDIENTS: Organic Wheat Flour, Organic Sunflower Oil, and / or Organic Safflower Oil, and or Organic Canola Oil, Organic Palm Oil, Salt, Organic Flavor (Non-Dairy), Leavening (Mono-calcium Phosphate, Sodium Bicarbonate), Autolyzed Yeast Extract, Paprika, Natural Flavor, Organic Onion Powder, Annatto Powder, Organic Red Pepper, Papain (Enzyme).

Allergen Warning: May contain Wheat and Soy. Manufactured in a facility that uses Dairy, Eggs, Tree Nuts (Almonds, Cashews, Coconut, Macadamias, Pecans, Pine Nuts, Pistachios, Walnuts), and Peanuts.

Distributed by ABC Food Co.
Beaver, OK 73832
Certified Organic by
National Organic Certifiers
Product of USA



Mandatory Information

NAME OF CERTIFIER

“Certified organic by [name of Certifier]” or similar phrase must appear on the information panel below information identifying the handler or distributor of the finished product.

Certified products may use the certifier’s logo to meet this requirement if the seal states “certified organic by.”

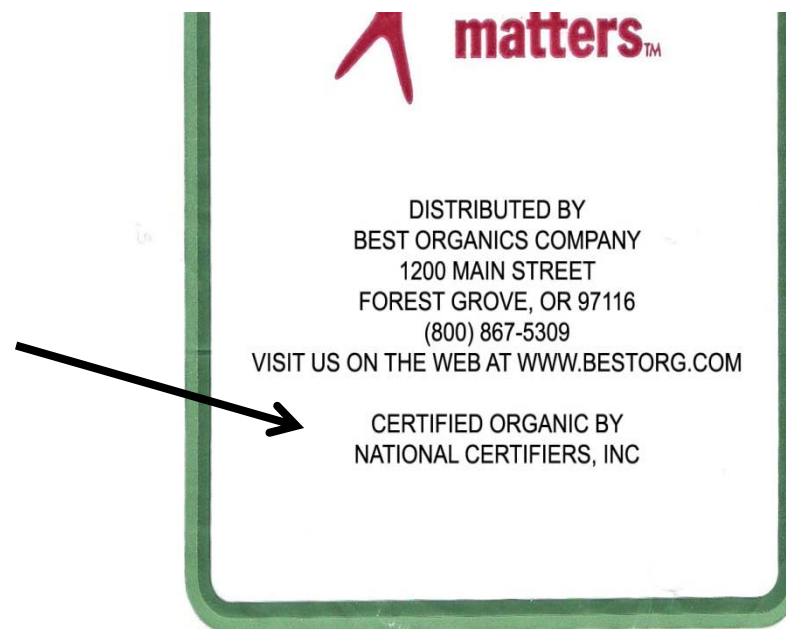




Location of “certified by” statement

On the information panel, below the information identifying the handler or distributor of the product and preceded by the statement, “Certified organic by * * *,” or similar phrase, identify the name of the certifying agent that certified the handler of the finished product:

Except, That, the business address, Internet address, or telephone number of the certifying agent may be included in such label.





Other information

ADDITIONAL LABEL CLAIMS

Labels may display addition claims as long as they are truthful and do not violate other US regulations

Ingredients: Organic molasses granules, organic evaporated cane juice, natural wintergreen flavor.

Contains no artificial coloring, flavoring or animal by-products.

Wheat and Gluten free, Dairy and Casein free, Corn, Soy and Egg free, Nut and Tree Nut free, Fish and Shellfish free, Gelatin free, Vegan.



Private Label Certification

- Handlers that contract out the processing or packaging of organic products and do not physically handle the product.
- Not required to be certified.



Private Label Certification

- If certified, the private label company must have complete information concerning labels, formulas and production to be fully audited by certifying agent.
- Copackers also must have complete information about labels, formulas, suppliers so that the certifier of the copacker is fully accountable for final products.



Private Label Certification

The Certifying Agent whose name appears on the product of the final handler, must be able to address any inquiries about the product, by a consumer or other interested party, and is fully responsible for ensuring that the certified operation and organically produced product meets all requirements of the NOP regulations.



Certifiers' Responsibilities

- Certifiers are responsible for reviewing and approving all labels prior to labeling and distribution of certified products.
- Certifiers who certify copackers must review and approve all private labels handled by the copacker.
- The certifier whose name appears on the information panel is responsible for verifying label compliance as well as compliance with all other organic requirements.



Changing Certifiers, use up labels

- When a certified producer or handler changes certifiers, the certified operation must change its labels to reflect the change immediately.
- A certified producer or handler is allowed limited use-up of existing labels in the event its current certifier has lost its accreditation or has gone out of business. The certified producer or handler's new certifier will require that the operation revise its labels.



Errors in Labeling

When errors are discovered in labeling, certifiers and their certified operations are required to ensure that errors are corrected immediately and that any incorrect labels that have not entered the stream of commerce are not used.

No use up of labels is permitted for serious errors such as:

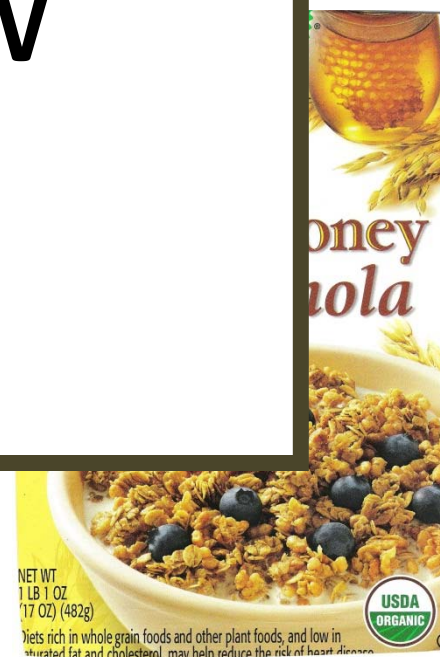
1. Improper use of the NOP seal.
2. Incorrect product classification such as if a “made-with” product is labeled “organic.”
3. Omission of the name of the certifying agent.



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LABEL REVIEW QUESTIONS



Jan 2012



Label Review- Question 1

That part of a label that is most likely to be displayed, presented, shown, or examined under customary conditions of display for sale.

- (a) Ingredient list
- (b) Information panel
- (c) Shelf display
- (d) Principal display panel



Label Review- Question 2

Certifiers may require the use of their logo on certified organic products.

- (a) True
- (b) False



Label Review- Question 3

The NOP seal may be printed in any color as long as it coordinates with the rest of the packaging.

- (a) True
- (b) False



Label Review- Question 4

How is salt calculated in the formulation of a product labeled as “organic?”

- (a) Excluded from the calculation
- (b) Calculated as an allowed synthetic
- (c) Calculated as an organic product
- (d) Included in the 5% of nonorganic ingredients



Label Review- Question 5

Can a product that contains salt still be labeled as “100%” organic?

- (a) Yes.
- (b) No.
- (c) Only if the salt is natural sea salt.



Label Review- Question 6

The name of the certifying agent

- (a) May appear on the information panel.
- (b) Must appear on the information panel near the name of the handler or distributor.
- (c) Is optional for labeling under the NOP



Label Review- Question 7

Livestock feed labeling requirements are found in

- (a) 205.103
- (b) 205.236
- (c) 205.306
- (d) There are no livestock feed labeling requirements.



Label Review- Question 8

The statement “Certified Organic by * * *,” or similar phrase , must be present on the information panel, located below the information identifying the handler or distributor of the product

- (a) True
- (b) False



Label Review- Question 9

When a certified operation changes certifiers, it has the option to use-up existing labels as long as the previous certifier and new certifier agree to the use?

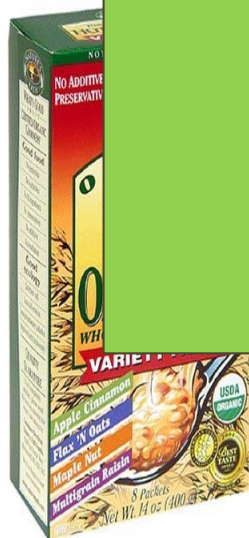
- (a) True
- (b) False



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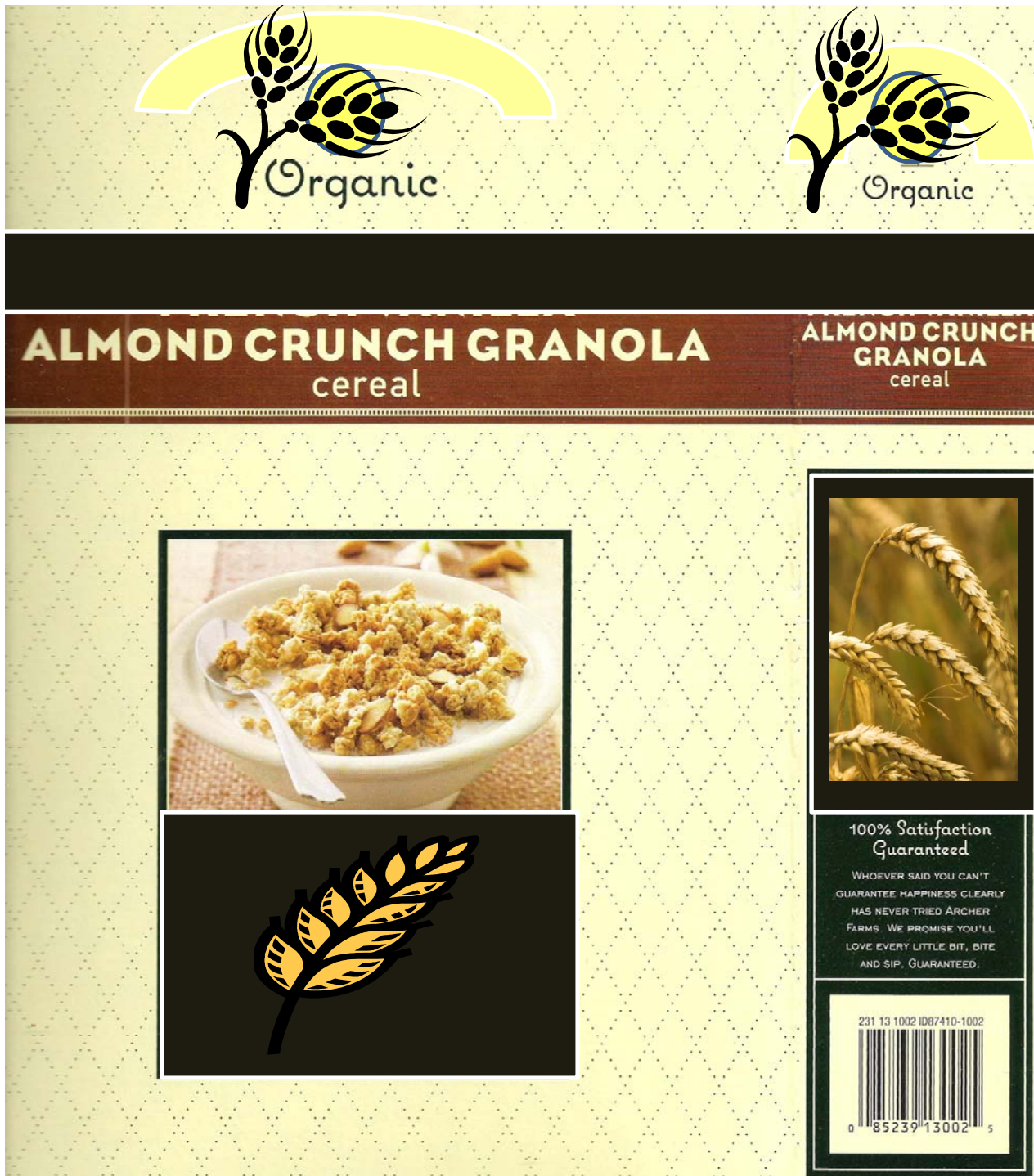


Label Review Warm-up Exercises



Jan 2012

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Label Review:

Items to check-

- Use of organic on the PDP
- Use of the USDA seal



Label review

Items to check-

- Use of organic on the information panel
- organic composition
- Certifier's info

Sodium	Less than	2,400mg	2,400mg
Total Carbohydrate		300g	375g
Dietary Fiber		25g	30g

Calories per gram:

Fat 9 • Carbohydrate 4 • Protein 4

INGREDIENTS: ORGANIC ROLLED OATS, ORGANIC MILLED CANE SUGAR, ORGANIC CRISP RICE (ORGANIC MILLED RICE, ORGANIC MILLED CANE SUGAR, ORGANIC BARLEY MALT SYRUP, SALT), ORGANIC VEGETABLE OIL (ORGANIC CANOLA AND/OR ORGANIC SAFFLOWER AND/OR ORGANIC SUNFLOWER OIL), ORGANIC CORNSTARCH, ORGANIC ALMONDS, ORGANIC HONEY, NATURAL FRENCH VANILLA FLAVOR, SALT, ORGANIC CARDAMOM, ORGANIC FENNEL, ORGANIC FENUGREEK, ORGANIC NUTMEG.

Distributed by
FARM MARKETS 116 YUMMY ST.
SPOTSYLVANIA, VA 22553
ALL CERTIFIERS LTD

COMPLIANT?

YES

or

NO



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Label review

INGREDIENTS: ORGANIC BROWN RICE SYRUP, PECANS, ORGANIC OATS, ORGANIC BROWN RICE FLOUR, ORGANIC DRIED SWEETENED CHERRIES (ORGANIC CHERRIES, ORGANIC APPLE JUICE CONCENTRATE, ORGANIC RICE FLOUR), WHITE CONFECTIONERY COATING (ORGANIC EVAPORATED CANE JUICE, PALM OIL, SOY FLOUR, SOY LECITHIN, NATURAL FLAVOR, LACTIC ACID, MILK), ORGANIC OAT SYRUP SOLIDS, INULIN (NATURAL EXTRACT FROM CHICORY ROOT), VEGETABLE GLYCERIN, ORGANIC EVAPORATED CANE JUICE, EVAPORATED CANE JUICE, ORGANIC EXPELLER-PRESSED SUNFLOWER OIL, NATURAL FLAVOR, SALT, SOY LECITHIN (EMULSIFIER), TOCOPHEROLS AND ASCORBIC ACID ADDED TO PRESERVE FRESHNESS.

ALLERGY INFORMATION: MANUFACTURED ON EQUIPMENT THAT PROCESSES PEANUTS, OTHER TREE NUTS, WHEAT, EGG AND SESAME SEEDS.

DISTRIBUTED BY: BA
MADISON, WI 53704 USA

Certified by
ABC Ltd

USDA ORGANIC

DAIRY 387

70% ORGANIC

0 43000 02012 8 102011

© BACK TO NATURE FOODS COMPANY

Good for you Bar

No High Fructose Corn Syrup
No Hydrogenated Oils
No Artificial Preservatives or Flavors

made with organic fruits & grains

NET WT 0.98 OZ (28g)

Nutrition Facts		Amount Per Serving		%DV*	
Serving Size 1 bar (28g)		Total Fat 5g		8%	
Calories 120		Saturated Fat 1g		5%	
Calories from Fat 40		Trans Fat 0g		0%	
		Polyunsaturated Fat 1g		10%	
		Monounsaturated Fat 2.5g		50%	
		Cholesterol 0mg		0%	
		Sodium 70mg		3%	
		Potassium 45mg		1%	
		Total Carbohydrate 19g		6%	
		Dietary Fiber 2g		8%	
		Sugars 8g		16%	
		Protein 2g		4%	

*Percent Daily Values (DV) are based on a 2,000 calorie diet.

Vitamin A 0% • Vitamin C 8% • Calcium 0% • Iron 2%

contact us at:
1-866-536-6946

LIFT FLAP FOR BEST BY DATE

COMPLIANT?

YES

or

NO



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The National Organic Program's Accredited Certifying Agent Training 2012 Part II

Subpart D- Labels, Labeling & Market Information





§205.301 Product Composition

(a)

- 100% Organic

All agricultural ingredients and processing aids must be certified organic

(b)

- “Organic” (>95%)

95% of product must be certified organic agricultural products

(c)

- “Made With Organic Ingredients”

At least 70% certified organic produced ingredients

(d)

- <70% Organically Produced Ingredients

Only use “organic” on ingredient statement

(e)

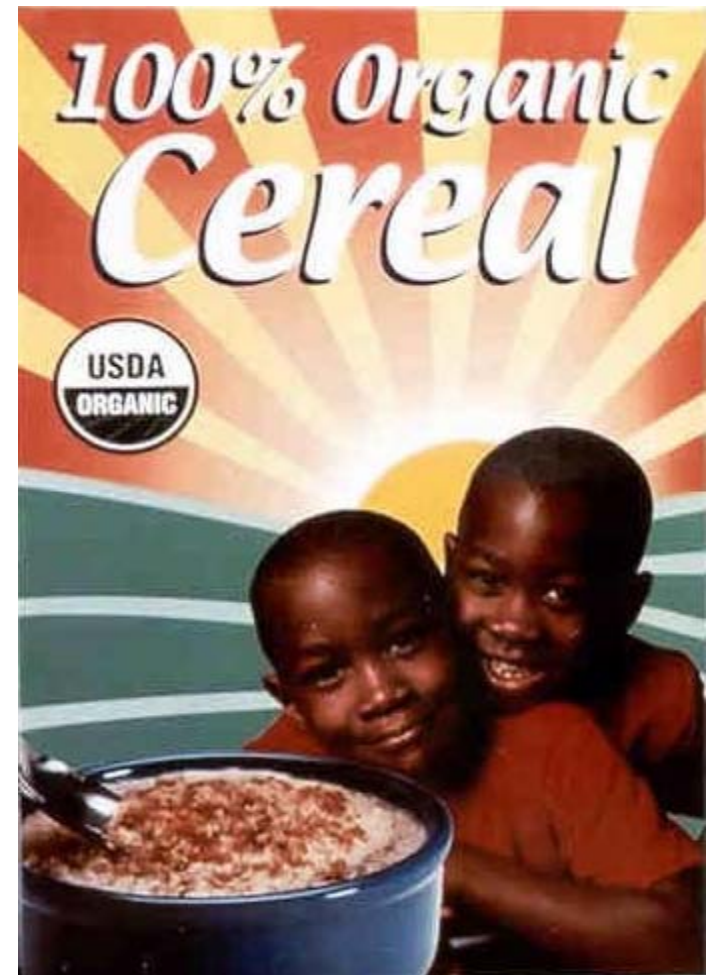
- Organic Livestock Feed

also see §205.237



§205.301- 100% Organic

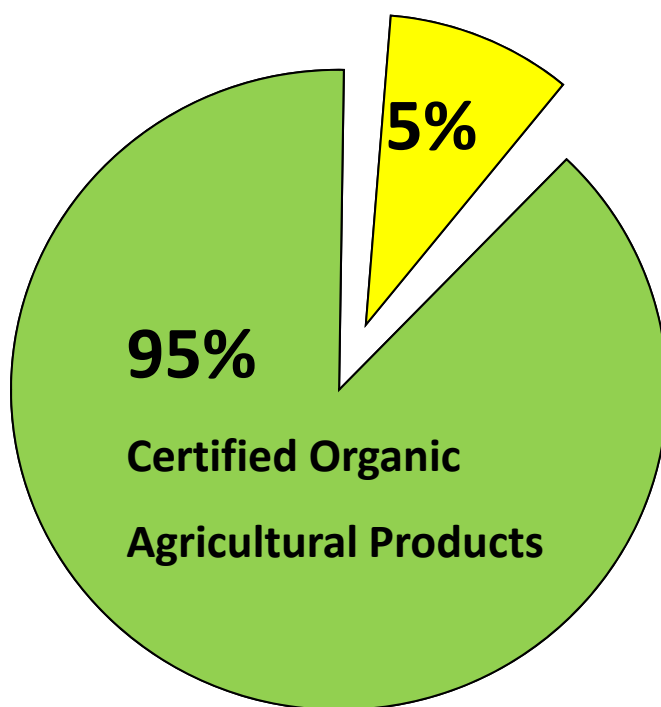
- Products labeled as 100% organic may only contain certified organic agricultural ingredients.
- All processing aids, must be certified organic ingredients.
- Products labeled as 100% organic may not contain any materials from the National List of Allowed and Prohibited Substances (sections 205.605 & 205.606).





\$205.301

Product Composition- “Organic”

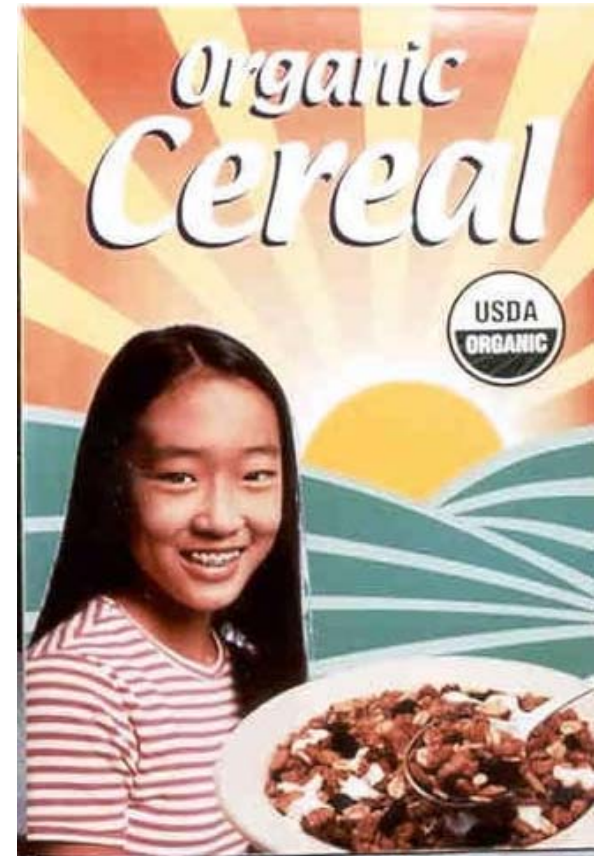


- 5% may be:
 - Substances from 205.605
 - Non-organic agricultural products from 205.606 that are not commercially available in organic form.
 - No GMO, sewage sludge, or irradiation.



§205.301 “Organic”

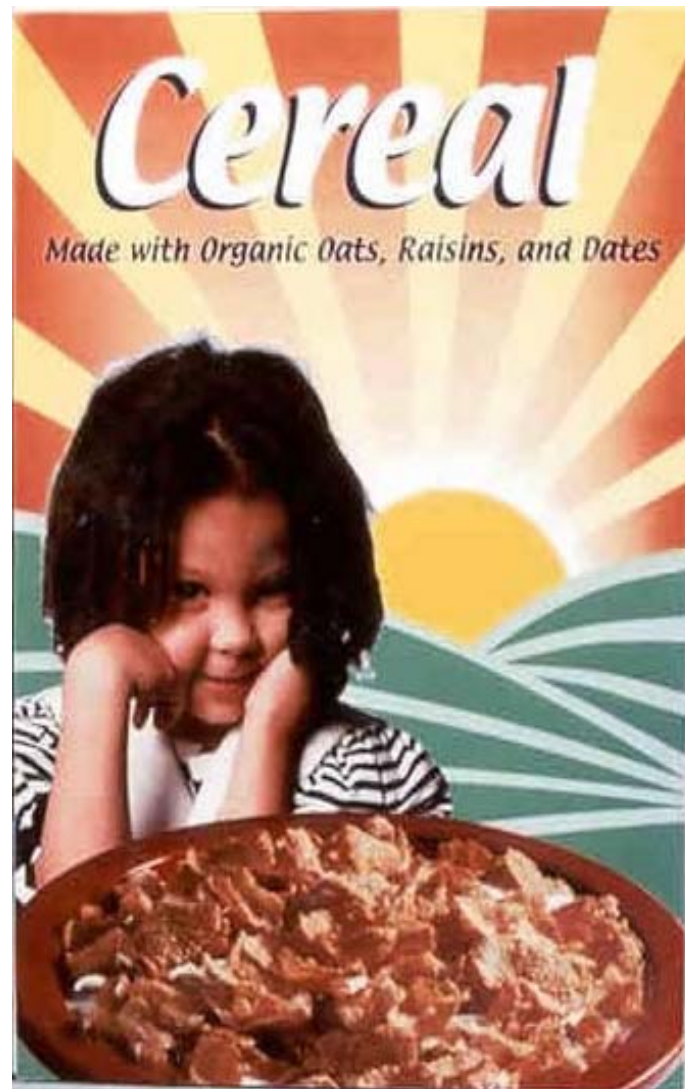
- Products labeled as “Organic” must contain at least 95% certified organic agricultural ingredients.
- All agricultural ingredients must be organic unless they are listed on 205.606 and are not commercially available in organic form (e.g. casings, some colors, gelatin)
- Non-agricultural or synthetic ingredients from 205.605 may also be used.





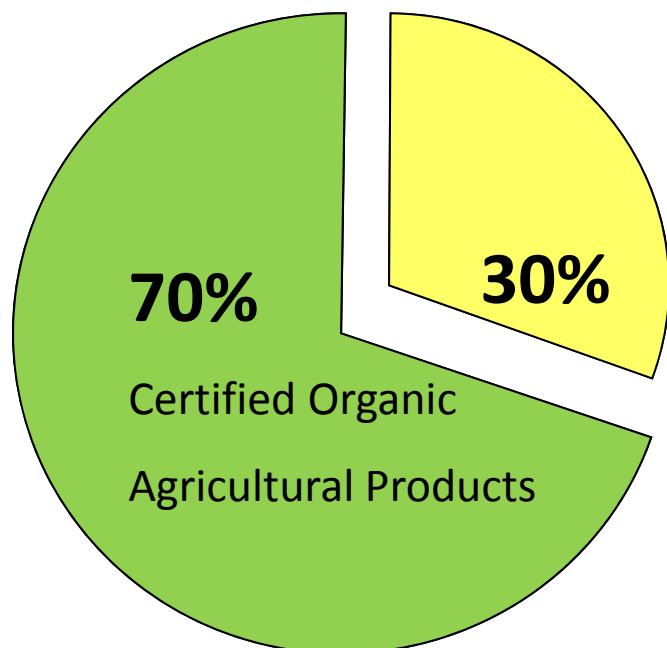
\$205.301

“Made with Organic
[specified ingredients
or food groups]”





§205.301 “Made with Organic [specified ingredients or food groups]”



- 30% may be
 - Any nonorganic agricultural product produced without excluded methods (GMO), sewage sludge, or irradiation

Continued on next slide



What may go in the 30% continued . . .

- Nonorganic agricultural products
 - May be produced using synthetic fertilizers and pesticides not on the National List.
- Materials listed on 205.605 from the National List.
- Processing aids used in the production of nonorganic agricultural products in the 30% do not have to be on the National List.



§205.302(c) Calculating Percentage of Organically Produced Ingredients

- Percentages must be determined by handler who affixes the label on the consumer package and verified by the certifying agent of the handler. The handler may use information provided by the certified operation (who supplies ingredients) in determining the percentage.



§205.302 Calculating Percentage of Organic Ingredients for Solid Ingredients

- Divide weight of organic ingredients by total weight (excluding water and salt).
- Round percentage of organic ingredients DOWN to a whole number.

EXAMPLE:

94.95% = 94%



Calculating Solid Ingredients

Divide weight of organic ingredients by total weight (excluding water and salt).

Baking Mix Formulation (1000 LB Batch)

Organic Flour	700 lbs
Organic shortening	250 lbs
Organic non-fat dry milk	100 lbs
Organic corn starch	12 lbs
Cream of Tartar (Potassium acid tartrate)	10 lbs
Ammonium bicarbonate	13 lbs
Salt	10 lbs
Total	1000 lbs



Calculating Solid Ingredients

Baking Mix Formulation (1000 LB Batch)		
Certified organic ingredients	Organic Flour	700 lbs
	Organic shortening	250 lbs
	Organic non-fat dry milk	100 lbs
	Organic corn starch	12 lbs
Non-organic ingredients from 205.605	Cream of Tartar (Potassium acid tartrate)	10 lbs
	Ammonium bicarbonate	13 lbs
Excluded from calculation	Salt	10 lbs
	Total	1000 lbs



Calculating Solid Ingredients

Here's an Example . . .

Total organic ingredients

962 lbs.

+

Total nonorganic
ingredients

28lbs

Total weight of organic and
nonorganic ingredients

990lbs

Baking Mix Formulation (1000 LB Batch)

Organic Flour	700 lbs
Organic shortening	150 lbs
Organic non-fat dry milk	100 lbs
Organic corn starch	12 lbs
Cream of Tartar (Potassium acid tartrate)	15 lbs
Ammonium bicarbonate	13 lbs
Salt	10 lbs
Total	1000 lbs



Calculating Solid Ingredients

$$\frac{962 \text{ lbs.}}{990 \text{ lbs.}} = .971 \text{ or } 97\%$$

-- total organic ingredients divided by
-- total ingredient weight (organic and nonorganic ingredients)

Qualifies for an ORGANIC label



§205.302 Calculating Percentage of Organic Ingredients (Liquid Ingredients)

- Divide fluid volume of organic ingredients by total volume (excluding water and salt);
- If liquid products are identified as reconstituted from concentrate, calculation should be based on single-strength concentrations of the ingredients and finished products;
- Round down to nearest whole number.



Calculating Liquid Ingredients

- Determine total volume minus water and salt.
- Determine percentage of organic ingredients in remaining volume.

Fruit Drink Formulation (1000 L Batch)	
Water	500 L
Organic corn syrup	390 L
Organic orange juice	100 L
Citric acid	5 L
Natural flavor	2.5 L
Beet juice extract color* (nonorganic/non-GMO)	2.5 L
Total	1000 L

* Not commercially available in organic form.



Calculating Liquid Ingredients

Here's an Example . . .

Excluded from calculation

490 L

total organic ingredients

10 L

**ingredients from 205.605
and 205.606**

500 L

total ingredients

(minus water and salt)

Fruit Drink Formulation (1000 L Batch)

Water	500 L
Organic corn syrup	390 L
Organic orange juice	100 L
Citric acid	5 L
Natural flavor	2.5 L
Beet juice extract color* (nonorganic / non-GMO)	2.5 L
Total	1000 L

* Not commercially available in organic form.



Calculating Liquid Ingredients

490 L Total organic ingredients

500 L Total organic &
nonorganic
ingredients

= .98 or 98%

Fruit Drink Formulation (1000 L Batch)

Water	500 L
Organic corn syrup	390 L
Organic orange juice	100 L
Citric acid	5 L
Natural flavor (organic)	2.5 L
Beet juice extract color (nonorganic / non-GMO)	2.5 L
Total	1000 L

Qualifies for an **ORGANIC** label



§205.302 Calculating Percentage of Organic Ingredients (Solid and Liquid Ingredients)

- Divide combined weight of liquid and solid organic ingredients by total weight of liquid and solid ingredients, excluding water and salt;
- Round down to nearest whole number.



CALCULATING ORGANIC INGREDIENTS REVIEW QUESTIONS





CALCULATING PERCENTAGES OF ORGANIC INGREDIENT

EXERCISE- 1

1. What would be the label designation for a product with the following ingredients?
 - 65 lbs organic flour
 - 30 lbs organic sugar
 - 3 lbs salt
 - 1 lb yeast
 - 1 lb sodium bicarbonate

- (a) 100% Organic
- (b) Organic
- (c) Made with organic [ingredients]
- (d) Ingredient label identification of organic ingredients only



CALCULATING PERCENTAGES OF ORGANIC INGREDIENT EXERCISE- 2

What would be the label designation for a product with the following formulation?

- 98% organic aloe vera
- 2% potassium sorbate

- (a) 100% Organic
- (b) Organic
- (c) Made with organic aloe vera
- (d) Ingredient statement identification of organic ingredients only



CALCULATING PERCENTAGES OF ORGANIC INGREDIENT EXERCISE- 3

Based on the following formulation, what is the highest label available to the following juice?

50% water; 25% organic cane juice; 10% organic peach puree; 10% organic strawberry puree; 3% certified organic mint flavor; 1% mango juice; 1% natural blueberry flavor

- (a) 100% Organic
- (b) Organic
- (c) Made with organic [ingredients]
- (d) Ingredient label identification of organic ingredients only



CALCULATING PERCENTAGES OF ORGANIC INGREDIENT EXERCISE- 4

What would be the label designation of a product with the following formulation?

95% water

3% salt

2% certified 100% organic flavoring

- (a) 100% Organic
- (b) Organic
- (c) Made with organic [ingredients]
- (d) Ingredient label identification of organic ingredients only



CALCULATING PERCENTAGES OF ORGANIC INGREDIENT EXERCISE- 5

What would be the label designation of the following product formulation?

70% Salt; 20% organic garlic powder; 5% organic dried chives; 5% chia (*salvia hispanica*) – not commercially available in organic form

- (a) 100% Organic
- (b) Organic
- (c) Made with organic [ingredients]
- (d) Ingredient label identification of organic ingredients only



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